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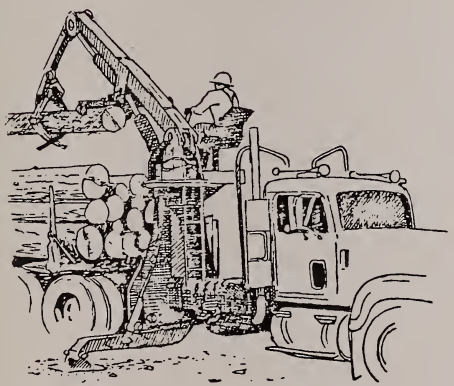

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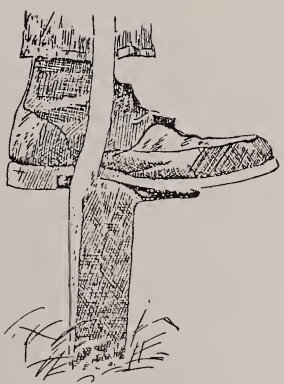

MONTANA DEPARTMENT OF STATE LANDS
FORESTRY DIVISION

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THINKING ABOUT SELLING TIMBER?

Here are a few pointers to help you:

1. Know what you are selling; know the volume and its value.

2. Request bids from potential buyers.

3. Ask for references.

4. Have a Timber Sale Contract containing the following:

    a. Volume to be sold by species
    b. Sale price by species and escalation clause
    c. Utilization specifications, i.e., all marked trees to a five inch top and a minimum of eight feet in length
    d. Beginning and ending dates
    e. Method of scale or basis of measurement
    f. Method of payment
    g. Cash performance bond equal to a fixed portion of the sale
    h. Slash disposal requirements
    i. Require contractor to have necessary insurance
    j. Road maintenance during and at end of sale
    k. Establishment of arbitration board, if necessary
    l. Other special requirements, such as restricting logging in calving areas

5. Administer your sale to make sure terms of the contract are being met.

6. Learn about and use long term capital gains treatment of timber income to reduce income taxes.

7. Consider the use of a professional consultant to do all of the above for you if you do not have the time to do so yourself.

This listing is provided as a public service to private forest landowners and operators. Inclusion here does not imply that the Division of Forestry vouches for the qualifications of these individuals or firms.

MONTANA FORESTRY DIVISION
CONSULTANT FORESTER POLICY

It is the policy of the Montana Division of Forestry to refer the private landowner to a consulting forester when:

1. The job to be done involves sale of wood products, appraisals, surveying, contract negotiations and disputes.

2. The job is too large for the service forester to accomplish in the five mandays per year alloted for such assignments.

3. The landowner or contractor is capable of paying the fees of a consulting forester and a consultant is available to do the job.

Directory Update:

The Department of State Lands, Forestry Division would appreciate hearing from any individual or company that this listing omits or lists incorrectly. Please address all correspondence to:

Mark J. Lennon
Division of Forestry
2705 Spurgin Road
Missoula, MT 59801

SELECTING YOUR CONSULTANT

A consultant's business is based on satisfied clients. The person or company you hire should represent and serve your best interests in all matters concerning your timberlands.

The consultant's fees may be based on the acreage of timberland involved, a percentage of the revenues from sales, dollars per thousand board foot product, amount of time required to perform the job, or in the case of tree planting, the dollars per 1,000 seedlings planted. Cost should be one consideration in choosing a consultant, but a forester's experience, performance record and understanding of your objectives are equally important. There is no single best way to manage forest land. Goals and objectives of landowners vary widely. Choose a consultant who understands your needs and with whom you feel comfortable. Determine a consultant's qualifications by requesting information from the consultant and references from several of the consultant's clients. Compare this information and estimates of costs from several consultants before choosing the one you would like to work with. The knowledge and experience of consulting foresters vary widely. There are no legal standards governing consultants in Montana.

As in any business arrangement, be aware of competing loyalties. Some foresters may be employed as timber buyers for forest products companies, others are associated with such companies or have a potential conflict of interest involving other clients. The consultant is ethically bound to inform you of any possible conflicts of interest or even an appearance of such conflicts.

Once you have selected a consultant, sign an agreement or contract. This should include a list of services to be performed and how and who will perform them. For example: if boundaries are to be marked, who will

search the records for property descriptions? Who will obtain the necessary permits such as water quality permits or Forest Fire Hazard Reduction Agreements? If timber is to be sold, will it be by competitive bid, negotiated bid, or contract logging? How often will the consultant check during harvesting to assure that the job is done correctly? How will the volume of timber sold be figured out and by whom? If a fuelwood sale is a possibility during or after the harvest, who will receive the proceeds?

National and regional shortages of energy and high quality timber are rapidly improving the economics of growing wood. With the willingness of landowners to commit themselves to sound land management practices, growing timber will pay dividends to both short and long term financial benefits. Hiring a consultant can help your timber reach its potential if you select your consultant wisely.

Jack R. Alley
665 S. 6th E.
Missoula, Montana 59801

Full-Time Consultant

Phone - (406) 549-9593

Years in Operation - 9

Graduate Foresters - 1

Professional Affiliation:

None

Territory:

Montana and Northern Idaho

Services Provided:

Timber Sale Preparation
Timber Sale Contracts
Timber Sale Administration
Inventory - Cruising
Silvicultural Prescriptions
Scaling
Environmental Impact Statements
Land Use Planning

Continuing Affiliation with Forest Products Industry?
None

Big Sky Resource Analysts
P.O. Box 2315
Kalispell, Montana 59901

Full-Time Consultants

Phone - (406) 755-1636

Years in Operation - 4

Graduate Foresters - 4

Professional Affiliation:

Society of American Foresters
Western Wood Products Association

Territory:

Montana and Idaho

Services Provided:

Timber Inventory and Appraisals
Land Management
Timber Sale Layout & Sale Contracts
Insect and Disease Diagnosis and Control
Taxation
Damage Appraisals/Timber Trespass
Tree Planting and Reforestation
Reproduction Surveys
Christmas Tree Management
Mapping & Aerial Photo Interpretation & Photogammetry
Recreational Land Inventory and Planning
Range Analysis
Soil Surveys

Continuing Affiliation with Forest Products Industry?
None

Chase Forestry Services, Inc. Full-Time Consultant
Route 1, Box 943
Clinton, Montana 59825 Phone - (406) 825-6714

Years in Operation - 7 Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters

Territory:

Montana and Northern Idaho

Services Provided:

Timber Inventory
Management Plan Preparation
Applied Research Support Services
Log Scaling
Timber Sale Preparation and Administration
Absentee Owner Representation
Forest Land Appraisal
Damage Assessment (including trespass, forest pests, and fire)
Timber Stand Improvement
Wood Residue Field Studies

Continuing Affiliation with Forest Products Industry?
None

Clem's Trees
Jon Clemenger — Part-Time Consultant
4245 Whitefish Stage
Kalispell, Montana 59901 — Phone - (406) 752-3266

Years in Operation - 13 — Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
National Christmas Tree Association
Northwest Christmas Tree Association
Montana Christmas Tree Association

Territory:

Western Montana

Services Provided:

Christmas Tree Management, and Consultation and Cultural Services
Forest Land Management, including Silvicultural Practices
Timber Inventory, Appraisal & Marketing
Absentee Owner Representation
Prescribed Burning

Continuing Affiliation with Forest Products Industry?
None

Forest Managers, Inc.
P.O. Box 45
Kalispell, Montana 59901

Full-Time Consultants

Phone - (406) 257-8894

Years in Operation - 9

Graduate Foresters - 3

Professional Affiliation:

Society of American Foresters

Territory:

Western Montana and Northern Idaho

Services Provided:

Forest Management
Timber Cruising
Log Scaling
Marketing
Absentee Owner Representation
Appraisals
Damage Assessment

Continuing Affiliation with Forest Products Industry?
None

Green Gold Forests
Clifford Wylie
1108 Elm Street
Sandpoint, Idaho 83864

Full-Time Consultant

Phone - (208) 263-2970

Years in Operation - 16

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters

Territory:

Idaho, Montana, Washington, and Canada

Services Provided:

Christmas Trees
Cost and Economic Studies of Forest Operations
Forest Land Management, including silvicultural practices and stand improvement
Logging Engineering, including road layout
Reproduction Surveys
Timber Inventory and Appraisal
Watershed Management
Wood Utilization, including harvesting and milling
Timber Trespass
Forest Land Exchange Appraisals

Continuing Affiliation with Forest Products Industry?
None

Dale O. Hall & Assoc., Forest Managers & Consultants
Dale O. Hall — Full-Time Consultants
410 Parkway Drive
Boise, Idaho — Phone - (208) 345-4104

Years in Operation - 3 — Graduate Foresters - 4

Professional Affiliation:

Society of American Foresters
Northwest Sci. Association
Idaho Forest Owner's Association
California Alumnae Foresters

Territory:

12 western states and western Canada

Services Provided:

Specialists in cost-effective forest management planning and operations. Surety Bonded for the landowner's protection. We can estimate stand and forest volume and value growth, estimate dollar returns for owner's management alternatives, advise on tax implications of forest practices, prepare forest management plans, and prepare and administer timber sales, manage lands as directed. Cruise and appraise forest lands for sale, exchange or tax value. Negotiate land exchanges with the U.S. or states. Train managers, foresters and technicians in advanced uneven-aged stand management (selection cutting methods). Provide technical uneven-aged stand prescription analyses for federal and state agencies, forest industry and forestry consultants.

Continuing Affiliation with Forest Products Industry?
None

Bob Hayes
Evaro Route 2
Missoula, Montana 59802

Full-Time Consultant

Phone - (406) 726-3695

Years in Operation - 5

Graduate Foresters - 1

Professional Affiliation:

None

Territory:

Montana and Idaho

Services Provided:

Forest Land Management, including silvicultural practices and stand improvement
Cost and Economic Studies of Forest Operations
Logging Engineering, including road layout
Timber Inventory and Appraisals
Timberland Acquisition and Sales
Reproduction Surveys
Surveying and Mapping, including aerial photo interpretation and photogrammetry
Timber Sale Administration

Continuing Affiliation with Forest Products Industry?
None

A.L. "Lorin" Hearst, Jr. Full-Time Consultant
443 Plymouth
Missoula, Montana 59801 Phone (406) 543-5843

Years in Operation - 36 yrs (32 years USFS with 20 yrs. in wood utilization, 10 yrs. in charge of Sawmill Improvement Program, and 4 yrs. in wood products industry)

Professional Affiliation:

Society of American Foresters
Forest Products Research Society
American Forestry Association

Territory:

Unrestricted

Services Provided:

Sawmill Lumber Recovery Improvement
Timber Felling and Bucking Recovery Improvement
Cost & Economic Analysis
Feasibility Studies
Lumber Drying Improvement

Continuing Affiliation with Forest Products Industry?
Yes

Steve Higgins
205 Colorado Street
Whitefish, Montana 59937

Full-Time Consultant

Phone - (406) 862-6375

Years in Operation - 10

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
Montana Logging Association

Territory:

Montana, Idaho, Eastern Washington & Wyoming

Services Provided:

Timber Inventory and Valuation
Timber Sale Preparation, Contracts & Administration
Timber Marketing and Logging Cost Appraisals
Government Timber Sale Evaluation, Check Cruising
Bidding Assistance and Representation
Natural Reproduction and Seedling Plantation Surveys
Tree Planting Contracts and Administration
Timber Stand Improvement and General Management
Log Scaling
Brush Piling and Prescribed Burning
House Log and Utility Pole Procurement
Brokering of large squared beams and other specialty sawmill products
Insect & Disease, Diagnosis and Control
Range Analysis and Assistance
Timber Sale Evaluation and Marketing for utility poles and other high value specialty products
House Log Procurement

Continuing Affiliation with Forest Products Industry?
Yes, Large and Small Sawmills, Utility Pole Manufacturers and Log Home Builders

John R. Host
9750 Butler Creek Road
Missoula, Montana 59802

Part-Time Consultants

Phone - (406) 549-4398

Years in Operation - 13

Graduate Foresters - 3

Professional Affiliation:

American Institute of Industrial Engineers
American Society of Agricultural Engineers
Council on Forest Engineering
Forest Products Research Society
Society of American Foresters
Registered Professional Forester, California

Territory:

Pacific Northwest and Inland Empire and Central America

Services Provided:

Analysis, Design, Engineering and Construction Supervision of forest road systems
Capital Gains and Losses Analyses
Facility (land/or plant) Acquisition, Operation and Management, and Divestiture Analyses
Logging Engineering and Production Studies
Safety and Training Programs
Technical and Managerial Assistance for Sawmills

Continuing affiliation with Forest Products Industry?
Yes, sawmill management

Intermountain Forestry Consultants
John D. Head — Full-Time Consultant
P.O. Box 174
Olney, Montana 59927 — Phone - (406) 881-2713

Years in Operation - 4 — Graduate Foresters - 1+

Professional Affiliation:

Society of American Foresters
Inland Empire Reforestation Council

Territory:

Western Montana and Northern Idaho

Services Provided:

Timber Inventory and Appraisals
Forest Mapping
Regeneration Surveys
Montana Licenced Pesticide Applicator
Timber Marketing
Timber Sale Contracts
Management Plan Preparation
Woodlot Management
Research Support Services
Forest Stand Regeneration
Log Scaling

Continuing Affiliation with Forest Products Industry?
None

J & B Consulting
Bill Crapser, Jim Litz — Full-Time Consultants
9490 Miller Creek Road
Missoula, Montana 59803 — Phone - (406) 251-2034

Years in Operation - 7 — Graduate Foresters - 2

Professional Affiliation:

Society of American Foresters

Territory:

Montana and Idaho

Services Provided:

Land Use Planning
Timber Inventory and Appraisals
Timber Stand Improvement
Logging Engineering, including road layout
Timber Harvesting and Marketing
Fire Management and Prescribed Burning
Scaling
Habitat Typing
Resource Reclamation

Continuing Affiliation with Forest Products Industry?
None

Terry C. Johnson
3038 Candy Land
Bozeman, Montana 59715

Part-Time Consultant

Phone - (406) 586-3212

Associated with Highway Engineering and
Surveying Co. of Bonners Ferry, Idaho

Years in Operation - 4

Graduate Foresters - 1

Professional Affiliation:

None

Territory:

Southwestern Montana

Services Provided:

Land Use Planning
Environmental Assessment
Timber Inventory
Timber Stand Improvement
Timber Sales
Road Location
Cross Country Ski Trails
Timber Sale Road Location and Survey

Continuing Affiliation with Forest Products Industry?
None

Ron Kazmierczak
Route 1, Box 19
Thompson Falls, Montana
59873

Full-Time Consultant

Phone - (406) 827-3683

Years in Operation - 4

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
Montana Logging Association

Territory:

Idaho, Montana (300 mile radius of Thompson Falls)

Services Provided:

Cost and Economic Studies of Forest Operations
Forest Land Management, including silvicultural practices and stand improvement
Land Use Planning
Logging Engineering, including road layout
Marketing and Trade Promotion (Forest products)
Pulpwood Operations
Timber Inventory and Appraisals
Timberland Acquisition and Sales
Wood Utilization, including harvesting and milling

Continuing Affiliation with Forest Products Industry?
Yes, Log Buyers, Pulpwood Dealers, Sales Administrators

Dennis A. Lucey
P.O. Box 742
Eureka, Montana 59917

Part-Time Consultant

Phone - (406) 889-3554

Years in Operation - 14

Graduate Foresters - 1

Professional Affiliation:

Montana Christmas Tree Association

Territory:

Northwest Montana

Services Provided:

Timber Sale Management
Timber Marketing
Christmas Tree Forestry
Contracts
Logging Management
Timber Estimates and Appraisals

Continuing Affiliation with Forest Products Industry?
None

Maxmar Consulting
Norman Schweizer
1635 Ninemile
Huson, Montana 59846

Full-Time Consultant

Phone - (406) 626-4228

Years in Operation - 18

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
American Society of Photogrammetry

Territory:

Unrestricted

Services Provided:

Logging Engineering, Harvest Planning
Road Systems - planning, location, survey and design
Logging - cost appraisals, management and supervision
Surveying, Mapping, Photogrammetry and Aerial Photo Interpretation
Timber Sale - planning, preparation, appraisals, contracts and administration
Cost/Economic Analysis and Feasibility, Studies of Forest Operations and Timber Sales
Government and Private Timber sale evaluation, bidding, assistance and representation
Third party arbitration and negotiation of contract disputes
Environmental Impact Analysis and Assessments
Forest Land Management and Land-Use Planning
Absentee Owner Representation
Forest Inventory, Cruising and Appraisal
Forest Products Marketing

Continuing Affiliation with Forest Products Industry?
Yes, Loggers and Log buyers

Montana Environmental Enterprises
Ronald R. McOwen — Full-Time Consultants
P.O. Box 851
Bozeman, Montana 59715 — Phone - (406) 586-9773

Years in Operation - 3

Grad. Ag. Specialist - 1
Graduate Forester - 1
Graduate Engineer - 1

Professional Affiliation:
- Agricultural Preservation Association
- Montana Weed Control Association
- Great Plains Agricultural Council
- Society of American Foresters
- Soil Conservation Society of America
- National Wildlife Federation

Territory:
- Montana

Services Provided:
- Environmental Impact Statements, Land Use Planning
- Absentee Owner Representation, Resource Surveys (Wildlife, Timber, Soils, Range, Water)
- Ranch Management & Consulting, Permit Aquisition
- Reclamation Plans, Information & Real Estate Appraisals
- Watershed Management, Streambank Protection
- Gabion Stabilization Structures
- Vegetation Stabilization, Erosion Control
- Water Rights Research, Testing, Developments
- Harvesting Systems, Fishery Enhancement
- Vegetation Management
- Native Vegetation Landscaping
- Living Snow Fences, Shelter Belt Design
- Montana Licenced Pesticide Applicator
- Noxious Weed and Pest Control
- Prescribed Burning, Fire Control Planning
- Soils Surveys, Testing, Protection

Continuing Affiliation with Forest Products Industry?
None

Montana Forest Management — Full-Time Consultant
Terry Thorpe
Route 1, Box 5B
Three Forks, Montana 59752 — Phone - (406) 285-3809

Years in Operation - 7 — Graduate Foresters - 1

Professional Affiliation:

American Forestry Association

Territory:

Idaho, Montana, North & South Dakota, and Wyoming, Inland Empire, Northern Rocky Mountains

Services Provided:

Cost & Economic Studies of Forest Operations
Fire Protection and Prescribed Burning
Forest Land Management, including silvicultural practices and stand improvement
Information and Communication
Logging Engineering, including road layout
Marketing and Trade Promotion (Forest Products)
Pulpwood Operations
Reproduction Surveys
Timber Inventory and Appraisal
Tree Planting and Reforestation
Timber Sale Administration
Tree Thinning
Wood Utilization, including harvesting and milling
Combining sound forestry with aesthetic logging practices to produce desired landowner wishes.
Crews and equipment available for thinning, tree planting, burning, brush piling, etc.

Continuing Affiliation with Forest Products Industry?
None

Montane Land Service
George B. Chaffee
Box 361, Lump Gulch Route
Clancy, Montana 59634

Full-Time Consultants

Phone - (406) 933-5565

Years in Operation - 13

Graduate Foresters - (1 to 2)
Plant Material Spec. - (1)

Territory:

Montana and Northern Rocky Mountain

Services Provided:

Forest Inventory & Appraisal
Timber Sale Preparation
Contracts & Administration
Timber Stand Improvement
Scaling
Superior Tree Seed Collection
Native Tree-Shrub Seed
Erosion Control Measure
Shelterbelt Design-Planting
Reclamation Planning
Forestry Education Programs & Kits (K-12 grade)
Expert Testimony
Silvicultural Prescriptions
Taxation Appraisals

Continuing Affiliation with Forest Products Industry?
None

Gareth C. Moon
308 Pattee Canyon Dr.
Missoula, Montana 59803

Part-Time Consultant

Phone - (406) 728-8444

Years in Operation - 28 years as State Forester of Montana
- 2 years as Commissioner of State Lands in Montana
- 4 years as Fire Control Chief of South Dakota
- Past President, National Association of State Foresters

Professional Affiliation:

Society of American Foresters
Governor's Advisory Committee on Forest Resources
Council on Science and Technology

Territory:

National

Services Provided:

1. Lectures, slide program, talks, speeches regarding forestry and particularly political aspects.
2. Conduct tours on forestry or resource management.
3. Assessments of forestry-oriented programs especially state government programs.
4. Same above to all natural resources, mining, water, etc., with some limitations.
5. Assist in resolving administrative or legislative problems relating to resource (especially forestry) management.

Continuing Affiliation with Forest Products Industry?
Yes - Northern Montana Forestry Association Secretary, Blackfoot Forest Protective Association, Board of Directors

Northern Consulting Assoc.
Steven W. Wake
P.O. Box 3658
Missoula, Montana 59806

Full-Time Consultant

Phone - (406) 721-4505
or
728-6801

Years in Operation - 6

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
Registered Professional Foresters Association
International Right of Way Association
International Society of Arboriculture

Territory:

Unrestricted

Services Provided:

Absentee Owner Representation
Timber Land Management
Timber Land Valuation
Timber Inventory (reproduction to sawlogs)
Timber Sale Administration
Timber Land Acquisitions and Sales
Timber Harvest Planning
Road Planning and Layout
Feasibility Studies
Stand Improvement
Right-of-Way Appraisal and Negotiations
Forest Taxation
Aerial Photo Interpretation
Real Estate Appraisals

Continuing Affiliation with Forest Products Industry?
None

Northwest Environmental Services
301½ North First Ave.
P.O. Box 492
Sandpoint, Idaho 83864
and
2110 Ironwood Parkway
Coeur d' Alene, ID 83814
Years in Operation - 8

Full-Time Consultants
Phone - (208) 263-8969
or
(208) 667-7737

8 Interdisciplinary Scientists

Professional Affiliation:
- Society of American Foresters
- The Geological Society of America
- Soil Conservation Society
- National Association of Environmental Professionals
- American Registry of Certified Professionals in Crops, Agronomy and Soils

Territory:
- Idaho, Washington, Montana, Oregon

Services Provided:
- Forest Inventories and Appraisals
- Harvest Planning and Supervision
- Timber Marketing, Road Layout, TSI
- Silviculture and Stocking Control
- Reforestation - Natural and Artificial
- Mapping and Property Boundary Location
- Insect and Disease Treatments
- Bidding Assistance to Contractors
- Marketing of Timber and Timberland
- Environmental Assessment, Impact Studies
- Geology and Hydrogeology Consulting
- Soil Surveys and Erosion Control
- Wildlife and Fisheries
- Archaeology and Landscape Architecture
- Land Use Planning
- Renewable Energy Systems (Hydro, Wind, Geothermal, Solar)

Continuing Affiliation with Forest Products Industry?
None

Robert Ottersberg
109 E. Main #1
Bozeman, Montana 59715

Full-Time Consultant

Phone - (406) 587-9300

Years in Operation - 4

Grad. Soil Scientist-1

Professional Affiliations:

Soil Science Society of America
Soil Conservation Society of America

Territory:

Montana

Services:

Soil and Vegetation Surveys
On Site Evaluations for road locations and soil productivity
Erosion Potential and Reclamation, Soil Development
Sewage disposal
Reclamation Plans
Slope Stability
Range Analysis

Continuing Affiliation with Forest Products Industry?
None

Pfeiffer Real Estate
Terry Pfeiffer — Full-Time Consultant
240 Central Avenue
Whitefish, Montana 59937 — Phone - (406) 862-7418

Years in Operation - 1 — Graduate Foresters - 1

Professional Affiliation:

None

Territory:

Flathead Valley, State-wide Montana

Services Provided:

Timber Cruising
Stand Management
Timber Valuation
Log Scaling
Timber Sale Administration

Continuing Affiliation with Forest Products Industry?
None

Pittman Forestry Service
Dan Pittman
Star Route, Box 670
Emigrant, Montana 59027

Part-Time Consultants

Phone - (406) 848-7729

Years in Operation - 2

Graduate Foresters - 2

Professional Affiliation:

Society of American Foresters

Territory:

Montana, Idaho, Wyoming

Services Provided:

Forest Land Management, including silvicultural practices and stand improvement
Forest Engineering, including road and trail location and logging engineering
Timber Appraisals
Timber Sale Preparation and Administration
Timber Inventory and Cruising
Right-of-Way Acquisition
Insect and disease control
Fire protection and prescribed burning
Aerial photo interpretation
Mapping
Reforestation
Education, information and communication
Urban forestry, including residential landscaping and pruning of ornamental and fruit trees
Forest recreation

Continuing Affiliation with Forest Products Industry?
None

Reid, Collins & Assoc. Ltd.
1178 West Pender Street
Vancouver, B.C. V6E 3X4
and
Reid, Collins, Inc.
12650 Northup Way
Bellevue, Washington 98005

Full-Time Consultants

Phone - (604) 669-3134

Phone - (206) 881-1339

Years in Operation - 23

Graduate Foresters - 40

Professional Affiliation:

Association of B.C. Professional Foresters
Professional Engineers of B.C.
Canadian Institute of Forestry

Territory:

British Columbia, Alberta, Montana, Idaho,
N. California, Oregon, Washington, Alaska

Services Provided:

Forest Inventory
Forest Management
Feasibility Studies
Resource Use Planning
Investment Analysis
Timber Appraisals
Logging Engineering
Road Location
Bridge Design
Project Management
Public Utilities Forestry
Container Growing Systems
Ornamental Shrubbery
Data Processing
Log and Tree Quality Studies
Environmental Forestry
Tree Seedlings
Tree Seed
Tree Nursery
Land Use Planning
Computer Graphics

Continuing Affiliation with Forest Products Industry?
None

Renewable Resource Rehabilitation
Charles F. Tiernan — Full-Time Consultant
502 E. Sussex
Missoula, MT 59801 — Phone - (406) 721-4676

Years in Operation - 18

Professional Affiliation:

None

Territory:

Unrestricted

Services Provided:

Environmental Impact Statements
Biological Control of Noxious Weeds
Native Plant Supplier
Reclamation Plans (Minerals Development)
Wildlife Habitat Improvement
Resource Inventories
Threatened & Endangered Species
Plant/Invertebrate Relationships

Continuing Affiliation with Forest Products Industry?
None

Rocky Mountain Forestry
Charles H. Hawkins, III
P.O. Box 503
White Sulphur Springs,
Montana 59645

Full-Time Consultant

Phone - (406) 547-3803

Years in Operation - 6

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters
American Forestry Association
Montana Logging Association

Territory:

Unrestricted

Services Provided:

Arbitration and Negotiation of Disputes
Timber Cruising and Inventory
Timber Appraisal for Purchase and Sale
Timber Management Planning
Timber Sale Planning and Preparation
Timber and Logging Contract Preparation
Timber Sale Supervision and Administration
Logging Systems Planning and Development
Road Systems Planning and Development
Check Scaling and Utilization Scaling
Log Deck Inventory - log yard and woods
Timber Trespass and Damage Appraisal
Cost and Economic Analysis
Feasibility Studies
Environmental Impact Analysis
Management Assistance for Contract Loggers
Silvicultural Services - plantings, thinning, slash treatment, etc.
Logger Listing Computerized Referral Service

Continuing Affiliation with Forest Products Industry?
None

Peter Sawyer
P.O. Box 7361
Missoula, Montana 59807

Full-Time Consultant

Phone - (406) 721-4683

Years in Operation - 3

Graduate Foresters - 1

Professional Affiliation:

None

Territory:

Idaho, Montana, Wyoming

Services Provided:

Forest Inventory and Timber Cruising
Computer Processing of Inventory Data
Timber Appraisal
Economic Analysis of Forestry Operations
Forest Productivity and Vegetation Mapping

Continuing Affiliation with Forest Products Industry?
None

Dave Simpson
3750 Hi-way 40 West
Columbia Falls, Montana
59912

Full-Time Consultant

Phone - (406) 892-3502

Years in Operation - 6

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters

Territory:

Idaho and Montana

Services Provided:

Timber Management Planning
Cruising
Timber Appraisals
Timber Sale Preparation including logging contract preparation and administration
Hazard Reduction
Reforestation
Timber Inventory
Reproduction Surveys
Timber Trespass Cruises and Contract Disputes
Timberland Acquisition and Sales
Tree Thinning

Continuing Affiliation with Forest Products Industry?
None

Standard Soils
Barry L. Dutton
Box 9272
Missoula, Montana 59807 Phone - (406) 728-4394

Years in Operation - 3 Grad. Soil Scientist/ Forester - 1

Territory:

Western Montana

Services Provided:

Forestry, Range, Agriculture and Land Development Consulting
Resource Inventory and On-site Evaluation for Productivity
Productivity
Road Locations
Sewage Disposal
Grazing Capacity
Other Soil Management Questions
Erosion Potential and Reclamation
Slope Stability
Soil Educational Materials and Seminars

Continuing Affiliation with Forest Products Industry?
None

Bob Steele
1185 Hamilton Heights
Corvallis, Montana 59828

Part-Time Consultant

Phone - (406) 961-4242

Years in Operation - 24

Graduate Foresters - 1

Professional Affiliation:

Forestry Associates International

Territory:

Idaho and Montana

Services Provided:

Fire Protection and Prescribed Burning
Logging Engineering, including road layout
Reproduction Surveys
Surveying and Mapping
Timber Inventory and Appraisals
Fire Management Plans

Continuing Affiliation with Forest Products Industry?
None

Tanchek Associates — Full-Time Consultants
Forest Management & Consulting
P.O. Box 625
Troy, Montana 59935 — Phone - (406) 295-4173

Years in Operation - 9 — Graduate Foresters - 2

Professional Affiliation:

Society of American Foresters
American Forestry Association
Montana Logging Association

Territory:

Idaho Panhandle, Montana

Services Provided:

Timber Cruising and Appraisal
Timber Marking
Property Line Location
Management Plans
Third-party Arbitration
Export Marketing Assistance
Timber Sale Preparation and Administration

Continuing Affiliation with Forest Products Industry?
None

Technical Timber Measuring Service
William D. "Bill" Walker
1802 South 13th St., West
Missoula, Montana 59801

Full-Time Consultant

Phone - (406) 543-4772

Years in Operation - 2

Professional Affiliation:

None

Territory:

Montana

Services Provided:

Check Scaling and Scaling
Trespass Volume Determination
Scaler Training and Cruising
Log Deck Inventorying

Continuing Affiliation with Forest Products Industry?
None

Wells Forestry Service
John E. Wells
P.O. Box 103
Ovando, Montana 59854

Full-Time Consultant

Phone - (406) 244-5288

Years in Operation - 3

Graduate Foresters - 1

Professional Affiliation:

Society of American Foresters

Territory:

Montana

Services Provided:

Forest Land Management, including silvicultural practices and stand improvement
Forest Management Plans
Logging Engineering including road layout
Timber Trespass Investigation
Insect and Disease Control
Timber Appraisals and Inventory
Timberland Acquisition and Sales
Taxation
Reforestation and Tree Planting
Fire Protection and Prescribed Burning
Marketing and Trade Promotion
Mapping, including aerial photo interpretation
Logging Contract Writing and Administration

Continuing Affiliation with Forest Products Industry?
Yes

Wood Forestry Services
Donald M. Wood, ACF — Full-Time Consultants
2610 Meridian Road
Victor, Montana 59875 — Phone - (406) 642-3818

Years in Operation - 12 — Graduate Foresters - 2

Professional Affiliation:

Society of American Foresters
Association of Consulting Foresters

Territory:

Unrestricted

Services Provided:

Timber Inventory
Forest Products Sale Preparation & Administration
Forest Products & Land Appraisal and Valuation
Damage Appraisals
Trespass Investigation
Expert Witness
Boundary Line Location & Survey
Harvest Assistance
Logging Supervision
Capital Gains Analysis
Stump Cruises
Forest Management Planning
Computer Analysis
Special Investigation and Studies
Forest Litigation
Computer Software Development
Forestry Applications of Computer Software
Custom Software Production

Continuing Affiliation with Forest Products Industry?
None

Woodland Consultants
Thomas J. John
612 West Fremont Ave.
Selah, Washington 98942
and
Steven D. Keirn, CPSS
P.O. Box 171
Zillah, Washington 98953

Full-Time Consultants

Phone - (509) 697-7124

Phone - (509) 829-6972

Years in Operation - 4

Grad. Soil Scientist - 1
Graduate Forester - 1
Grad. Range Ecologist- 2

Professional Affiliations:

Society of American Foresters
ARCPACS Certified Professional Soil Scientist
Washington Society Professional Soil Scientist
Soil Conservation Society
Society for Range Management

Territory:

Washington, Idaho, Montana, Oregon

Services Provided:

Environmental Assessment, Impact Studies
Forest Inventories and Appraisals
Timber Marketing, Road Layout, TSI
Soil Interpretation and Erosion Control
Silviculture and Stocking Control
Range and Grazable Woodland Management

Continuing Affiliation with Forest Products Industry?
None

FACTORS AFFECTING STUMPAGE VALUES

The terms listed here are those factors that affect stumpage values. The intent here is to show how they affect this value--up or down. Accurate data for each is necessary to arrive at a fair market value.

GENERALLY:

1. Total Volume--With certain fixed costs, the higher the volume, the higher the stumpage values. (Fixed Costs examples are: moving costs, set-up costs, licensing and depreciation).

2. Timber Quality--Trees which produce high quality lumber or veneer will bring a higher stumpage price.

3. Volume/Acre--A higher volume/acre means lower logging costs, thus, higher stumpage.

4. Logs/1000 Board Feet--(The number of 16' logs it takes to make 1000 board feet (MBF) of lumber.) The fewer the logs/MBF, the lower the logging costs, thus the higher the stumpage value.

5. Development Costs--More roads, bridges and culverts means more development costs, thus, lower stumpage. However, road density must be weighed against skidding distances. If existing roads can be used, stumpage paid is usually higher.

6. Skidding Distances--The longer the skid, the higher the logging costs, thus, lower stumpage.

7. Topography--The more extreme the slope, (35%), the more difficult the logging, thus, higher logging costs and lower stumpage values.

8. Distance to the mill (hauling cost)--The further away the mill and the poorer the road conditions, the higher the hauling costs, thus, lower stumpage.

9. Lumber Prices--Higher lumber prices usually cause higher stumpage prices. Escalation and de-escalation clauses should be used in long term contracts.

10. End Product--A higher valued end product will allow payment of a higher stumpage (lumber vs. studs, ties, house logs, transmission poles, etc.)

11. Special Contract Clauses--Special contract clauses requiring extra work (i.e., extra slash disposal, seeding, fencing, etc.) usually increase logging costs and lower stumpage values.

12. Contract Duration--Contracts lasting over longer periods, allows the logger to take advantage of high market periods and generally will raise the stumpage value.

13. Hazard Reduction Withholding--If a fee is withheld from the loggers sale of logs at the mill for hazard reduction, it will usually mean an equal reduction in stumpage price.

14. Sale Planning--A well planned sale will usually bring a higher bid, as the logger has a better idea of what he is buying and under what conditions.

15. Demand--Stumpage value will increase with demand. The owner may want to consider waiting until demand is high before selling.

SUMMARY: Stumpage value = Lumber selling value - (Logging costs + milling costs + fair profit). However, the true value is what the HIGH BIDDER is willing to pay. Invitations to bid should be sent to mills as well as to loggers.

DEPARTMENT OF STATE LANDS

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